

Message Text

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PAGE 01 STATE 082809
ORIGIN NEA-10

INFO OCT-01 ISO-00 /011 R

DRAFTED BY NEA/INS:JRGRAHAME:JES
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-----061027 312153Z /66
R 310219Z MAR 78
FM SECSTATE WASHDC
TO AMEMBASSY NEW DELHI

LIMITED OFFICIAL USE STATE 082809

E.O. 11652:N/A

AGS: ETRD, US, IN

SUBJECT:WESTINGHOUSE

1. WESTINGHOUSE REPRESENTATIVES (TUPPER, MARKETING MANAGER, GENERATION SYSTEMS DIVISION AND JONES AND O'SHEA OF THE WASHINGTON OFFICE) MET WITH DEPUTY ASSISTANT SECRETARY DUBS (NEA) AND GRAHAME (NEA/INS) MARCH 29 TO EXPRESS THEIR CONCERN ABOUT TECHNICAL COOPERATION AGREEMENT WHICH BHARAT HEAVY ELECTRICALS LTD. (BHEL) IS NEGOTIATING WITH SIEMENS. THEY FEAR THAT THIS WIDE-RANGING AGREEMENT WOULD LEAVE VIRTUALLY NO SCOPE FOR WESTINGHOUSE. WE ADVISED THEM OF GOI HEAVY INDUSTRIES SECRETARY KRISHNAMURTHY'S LATE FEBRUARY ASSURANCE TO ECONOMIC COUNSELOR OF GOI INTEREST IN DISCUSSING WITH WESTINGHOUSE SIMILAR AGREEMENT ON PRODUCTS NOT COVERED BY SIEMENS AGREEMENT. (FAR EAST DIVISION MANAGER BEEBY ADVISED BY TELEPHONE).

2.WOULD APPRECIATE EMBASSY EFFORT TO OBTAIN GOI CLARIFICATION ON FOLLOWING POINTS:

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A. IS WESTINGHOUSE'S PROPOSED GAS TURBINE TECHNOLOGY TRANSFER AGREEMENT, WHICH WOULD NOT CONFLICT WITH SIEMENS AGREEMENT, STILL UNDER CONSIDERATION? WHEN CAN THEY EXPECT GOI RESPONSE?

B. HOW BINDING IS SIEMENS AGREEMENT? COULD BHEL CONCLUDE AGREEMENT WITH ANOTHER FIRM ON ANY OF THE SAME

PRODUCTS? WOULD AGREEMENT PREVENT BHEL ISSUING GLOBAL
TENDERS FOR PURCHASE OF ANY OF THE PRODUCTS LISTED?
WOULD STATE ELECTRICITY BOARDS BE FREE TO CHOOSE EQUIP-
MENT OTHER THAN SIEMENS?

3. PLEASE ADVISE. COOPER

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Message Attributes

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Disposition Approved on Date:
Disposition Case Number: n/a
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